

Message Text

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ACTION NEA-05

INFO OCT-01 I*O-00 EB-05 X*B-07 DRC-01 RSC-01 ?020 W

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R 230955Z JAN 74

FM AMEMBASSY ANKARA

TO USDOC WASHDC

INFO SECSTATE WASHDC 2512

AMCONSUL ISTANBUL

AMCONSUL IZMIR

UNCLAS ANKARA 0552

E.O. 11652: N/A

TAGS: BEXP

SUBJECT: SECOND PETROCHEMICAL COMPLEX PROJECT CONSULTING
ENGINEERING SERVICES -- BID DEADLINE FEB 11, 1974

STATE PASS EXIM BANK

REF: A) ANKARA 4406, 6/1/73; ANKARA 485, 1/2*/71

1. EMBASSY REPRESENTATIVE HAS RECENTLY DISCUSSED CURRENT STATUS OF CONSULTING ENGINEERING SERVICES REQUIRED FOR THE SECOND PETRO-CHEMICAL COMPLEX TO BE SET UP BY PETKIM NEAR ALIAGA REFINERY, 60 KM. NORTH OF)IZMIR. MR. DOGAN KABALAK, PROJECT MANAGER, PETKIM - PETROKIMYA A.S. (PETROCHEMICAL CORPORATION) - ADDRESS: IZMIR CADDESI 26, YENISEHIR, ANKARA, TURKEY - ADVISED EMBASSY REP THAT SPECIFICATIONS WERE SENT DIRECTLY TO PREQUALIFIED FOREIGN MCONSULTING ENGINEERING FIRMS ON JANUARY 3, 1974 REQUESTING FROM THEM BID PROPOSALS BY FEBRUARY 11, 1974.

KABALAK DID NOT GIVE NAMES OF FOREIGN CONSULTANTS WHICH RECEIVED SPECIFICATIONS. EMBASSY UNDERSTANDS THAT REDUCED LIST ON PREQUALIFIED FIRMS LIKELY INCLUDED AMERICAN FIRMS BECHTEL, FLUOR AND KELLOG (KELLOG TURKISH AGENT EKMEL DIRIKER CONFIRMED THAT KELLOG HAS RECEIVED SPECIFICATIONS). U.S. VISITING OFFICIALS FROM FOSTER WHELLER, FLUOR AND BECHTEL INTERESTED IN CONSULTING SERVICES FOR PETKIM'S SECOND COMPLEX PROJECT. EMBASSY RECENTLY ADVISED BY A FOSTER WHEELER VISITING OFFICIAL THAT FOSTER WHEELER HAS DECLINED TO MAKE PROPOSAL ON CONSULTING SERVICES.

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PETKIM WAS DISAPPOINTED AT FOSTER WHEELER DECLINING TO BID

ON SUCH SERVICES HOWEVER, FOSTER AHEEL*R IS INTERESTED IN
*ENGINEERING, PRO*UREMENT AND*CONSTR CTION PHASE OF T*E PROJECT.

** EMBASSY REP ALSO ADVISED BY KABALAK THAT MINISTRY OF FINANCE
AND PETKIM ARE SEEKING WORLD BANK FINANCING. EMBASSY ONCE MORE
REFERRED TO EXIM BANK LETTER TO PETKIM DIRECTOR GENERAL, HAMZA
BATUK, AND WISHED TO ENCOURAGE KABALAK TO CONSIDER EXIM
CREDIT FINANCING POSSIBILITY FOR THE NEW COMPLEX WHICH WILL
LIKELY COST APPROX. TL 8 BILLION(TL14 - US \$1). KABALAK WAS
AWARE OF EXIM'S INTEREST, BUT COMMENTED THAT SUBJECT IS UP TO
MINISTRY OF FINANCE AND THAT POSSIBLY MINISTRY MAY CONSIDER
EXIM CREDIT IF U.S. FIRM'S BID LIKELY TO BE ACCEPTED FOR BASIC
UNITS AND KNOW-HOW ARRANGEMENTS.

3. SINCE GOT IS PRESSING AHEAD WITH THIS PROJECT, EMBASSY
BELIEVES THIS GOOD OPPORTUNITY TO ASSIST U.S. ENGINEERING AND
CONTRACTING FIRMS AS WELL AS U.S. SUPPLIERS BY ASSURING GOT
(MINISTRY OF FINANCE) OF READINESS OF EXIM BANK TO PROVIDE
FINANCING. IN EMBASSY OPINION, EXIM BANK PRELIMINARY COMMITMENT
OR SIMILAR LETTER ADDRESSED TO MINISTRY OF FINANCE, ANKARA, AND
FINANCIAL MISSION AT TURKEY EMBASSY, WASHINGTON, D.C., W ULD
BE MOST HELPFUL.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 23 JAN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974ANKARA00552
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: ANKARA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740123/aaaaauzf.tel
Line Count: 84
Locator: TEXT ON-LINE
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: A) ANKARA 4406, 6/1/73; ANKARA 485,, 1/2*/71
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 06 MAR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 MAR 2002 by daviscw>; APPROVED <21-Nov-2002 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SECOND PETROCHEMICAL COMPLEX PROJECT CONSULTING ENGINEERING SERVICES -- BID DEADLINE FEB 11, 1974
TAGS: BEXP
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005